

Message Text

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PAGE 01 STATE 128699
ORIGIN ARA-14

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-05 H-02 INR-10
L-03 NSAE-00 NSC-05 PA-02 SP-02 SS-15 ICA-20
EB-08 TRSE-00 SOE-02 DOE-15 COME-00 HA-05 OMB-01
ACDA-12 /122 R

DRAFTED BY ARA/ECA:FERONDON/JBUMPUS:TR
APPROVED BY ARA/ECA:RWZIMMERMANN
HA:EOJONES (DRAFT)
PM/MC:BFEMMINELLA (PHONE)
EB/EWT:PBLAKEBURN (INFOR)
T:WMARSH (INFOR)

-----073689 212120Z /63

R 211940Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY BUENOS AIRES

UNCLAS STATE 128699

E.O. 11652: N/A

TAGS: PCAT, AR

SUBJECT:HELICOPTER SALES TO ARGENTINA CANCELLED

1. ON MAY 18 BELL HELICOPTER REPRESENTATIVES INFORMED DEPARTMENT THAT BELL HAS CANCELLED ITS CONTRACTS FOR HELICOPTER SALES TO ARGENTINA BECAUSE OF DEPARTMENT OF STATE FAILURE TO APPROVE SUCH SALES. BELL REPS SAID THAT COMPANY COULD WAIT NO LONGER AND WITH SEPTEMBER 30 KENNEDY/HUMPHREY BAN APPROACHING, IT IS UNREALISTIC TO EXPECT APPROVALS. BELL ASKED THAT AMBASSADOR CASTRO BE ADVISED OF ITS ACTIONS.

2. CONTRACTS CANCELLED INCLUDE 4 SINGLE ENGINE UH-1H HELICOPTERS WHICH REQUIRED MUNITIONS CONTROL LICENSE, AND
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TWO TWIN ENGINE BELL 212 MODELS WHICH REQUIRE DEPARTMENT OF COMMERCE LICENSES. WITH SPARE PARTS, VALUE OF CONTRACTS TOTAL \$8 MILLION.

3. BELL STATED THAT IF DEPARTMENT POLICY EASES, IT WILL RESUBMIT APPLICATIONS BEFORE SEPTEMBER 30. BELL BELIEVES THAT THESE CANCELLATIONS WILL RESULT IN THE LOSS OF THE

ARGENTINE MARKET TO THEM. THEY ESTIMATE THAT THE MARKET WOULD HAVE GENERATED \$60 MILLION IN HELICOPTER AND SPARES SALES OVER TEN YEARS.

4. IN RESPONSE TO QUESTION WHETHER THIS INFORMATION IS CONFIDENTIAL, BELL STATE IT IS OPEN AS FAR AS COMPANY IS CONCERNED. VANCE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, HELICOPTERS, MUNITIONS CONTROLS, EXPORT LICENSES
Control Number: n/a
Copy: SINGLE
Draft Date: 21 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE128699
Document Source: CORE
Document Unique ID: 00
Drafter: FERONDON/JBUMPUS:TR
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780214-0802
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780536/aaaabegg.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 5ed68a99-c288-dd11-92da-001cc4696bcc
Office: ORIGIN ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2624336
Secure: OPEN
Status: NATIVE
Subject: HELICOPTER SALES TO ARGENTINA CANCELLED
TAGS: ESTC, AR
To: BUENOS AIRES
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/5ed68a99-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014